



Kentucky Personnel Cabinet Office of the Secretary

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First Onsite clinics offer quality medical services, save state thousands

Kentucky Employees' Health Plan innovation saves \$700,000 annually

FRANKFORT, Ky. (May 26, 2015) – The state saves \$723,900 annually when employees receive free healthcare services at worksite clinics.

“The First Onsite Clinic literally saved my life. Without it, I may have never received the help I needed,” said Joyce Brewer, Transportation Cabinet employee.

“I never thought I needed to visit a doctor. I always just toughed through not feeling well,” said Brewer. “That was until I started to chronically feel sluggish and experience blurry vision. I decided to walk down the hall to the clinic where the nurse ran a few tests and quickly confirmed – I had Type 2 diabetes. The nurse put me on medication and insulin. With her help, now I feel like I am in control of my diabetes.”

Brewer’s experience mirrors what many other state employees have found at the four First Onsite clinics, located in the Capitol Annex, Capital Plaza Tower, Transportation Cabinet and the Cabinet for Health and Family Services Building in Frankfort. The clinics are managed by H2U Wellness Centers LLC, and are made available by the Personnel Cabinet’s Department of Employee Insurance.

“The clinics provide a solution for the many employees who needed convenient access to affordable and high-quality care at their worksite,” said Tim Longmeyer, Personnel Cabinet secretary. “The clinics have generated hundreds of thousands in annual savings to the state. Employees are also saving on out-of-pocket medical expenses, preserving leave balances, but, most importantly, they are staying healthier.”

“Nearly, 8,900 state employees work in Frankfort, and in 2014 the clinics had more than 15,557 visits from over 5,080 employees,” said Department of Employee Insurance Commissioner Joe Cowles.

In 2014, the Kentucky Employees’ Health Plan (KEHP) paid \$38.53 per-visit at the First Onsite clinics, compared with \$85 cost-per-visit for similar healthcare services at other locations in the Frankfort area. The KEHP’s actuary, AON Hewitt determined that the plan

saves \$46.47 per visit, which totals nearly \$722,900 in direct cost savings annually.

In addition to direct medical savings, H2U determined another \$400,000 is achieved annually as the clinics help employees avoid hospital admissions, unnecessary emergency department visits and specialist referrals.

The clinics also provide the Commonwealth nearly \$200,000 in annual employment savings from reducing employees' time away from work and increasing productivity.

The actual expenses to operate the four clinics in 2014 totaled nearly \$599,000, leaving the KEHP and commonwealth with a net savings of over \$723,900.

"I suddenly felt my face was swelling and I started breaking out with hives," said Tristan Parsons, Department of Education employee. "I rushed downstairs to the First Onsite clinic and received immediate attention for a severe allergic reaction. I believe that quick action and free access to quality healthcare at my worksite led to a positive outcome."

"Clinic staff provide excellent customer service, and 99 percent of employees say they would recommend the clinic to their co-workers," said Cowles. "The positive feedback has helped to increase visits – this year's utilization is up nearly 18 percent."

The clinics are available to all Kentucky state employees during normal business hours. An average appointment takes about 10-20 minutes. Patients receive care from a board-certified nurse practitioner – a registered nurse with advanced training in diagnosing and treating common illnesses and medical problems. The clinics specialize in treating allergies, ear infections, strep throat, minor infections, rashes, routine wellness and preventative care, and cold and flu. Vaccinations and allergy shots are also provided.

"As flu season approaches each fall clinic visits rise steeply," said Caroline Drake, director, onsite clinic operations for H2U. "Last year staff administered nearly 2,400 free flu vaccines in October. Flu vaccines are critical to preventing the flu, which helps to keep employees healthier through the winter and medical cost low."

"Now it is spring, and while the Bluegrass is beautiful, it also means severe allergies for many," said Drake. "Antihistamines accounted for the top prescribed medications in 2014 and the most common reason for visiting the clinic is related to allergies. The good news is – when employees receive early allergy treatment at the clinic, they are often able to avoid more serious conditions such as sinus infections."

According to Susan McGory, Senior Vice President of operations for Nashville-based H2U, the clinics generate a great return on investment for the KEHP. Significant savings coupled with high utilization rates have made it possible to expand clinic services, hours and nursing staff. "We're thrilled about the cost savings to the state," says McGory, "but, most importantly, happy to know we've contributed to improvement in healthcare for so many people in Kentucky."

The clinics' success has encouraged the KEHP to find other innovative ways to expand convenient access to quality medical care. Later this spring, the KEHP is preparing to launch

an online, telehealth initiative which will be available to all employees and health plan members across the state.

Learn more about the clinics by visiting LivingWell.ky.gov and select First Onsite Clinics under “What We Offer.” State employees can schedule an appointment online by visiting, <http://firstonsitefrankfort.com/appointments/>. The clinics’ website also offers clinic contact information, FAQs, a staff directory and services information.

About H2U - Health to You

Health to You (H2U) provides convenient, innovative, and cost-effective health solutions for individuals, employers, hospitals, and other groups. Serving over 425,000 individuals nationwide, H2U connects employers to streamlined, affordable primary care services by forging nimble partnerships that deliver better care, better health and lower costs. With over 40 hospital- and employer-sponsored health centers and more than 100 community outreach programs, H2U provides convenient care, wellness and prevention programs, health education, face-to-face health coaching, and other interactive consumer health solutions. These offerings were originally developed for Hospital Corporation of America (HCA), the nation’s largest non-government healthcare provider, which makes H2U uniquely qualified to partner with employers to improve workforce health, increase productivity and help decrease the cost of healthcare. Visit our website at www.healthtoyou.com.

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